

Message Text

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ORIGIN COME-00

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COM/BIC/CAGNE/FAOCWIEJA

COM/BIC/OIM/ESHAW (INFO)

NEA/RA/MMONTGOMERY (INFO)

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R 222120Z AUG 75

FM SECSTATE WASHDC

TO AMEMBASSY ANKARA

AMCONSUL DHAHRAN

AMEMBASSY TEHRAN

AMEMBASSY JIDDA

AMEMBASSY CAIRO BY POUCH

UNCLAS STATE 200500

E.O. 11652: N/A

TAGS: BEXP, BFOL, XF

SUBJECT: TRAVEL OF ALCOA OFFICIALS

REF: STATE 187997 (NOTAL)

1. J. B. HOLLOMAN, VICE PRESIDENT FOR MARKETING, ALCOA CONDUCTOR PRODUCTS COMPANY, WILL BE ACCOMPANYING ROBERT KUHNS, MANAGER OF SPECIAL MARKETS (REFTEL). THEIR PLANNED ITINERARY IS AS FOLLOWS: TEHRAN, AUGUST 28 - SEPTEMBER 4; RIYADH, SEPTEMBER 4 - 6; DHAHRAN, SEPTEMBER 6 - 9; JIDDA, SEPTEMBER 9 - 11; ANKARA, SEPTEMBER 12 - 14.

2. PURPOSE OF TRIP IS TO BETTER DEFINE NEAR EAST MARKET POTENTIAL FOR THEIR PRODUCTS, BECOME MORE FAMILIAR WITH BUSINESS CLIMATE (INCLUDING COMPETITION), AND BEGIN LOOKING FOR LOCAL REPS. COMPANY MANUFACTURES VARIETY OF CONDUCTORS
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AND CONDUCTOR ACCESSORIES USED IN TRANSMISSION AND DISTRI-

BUTION OF ELECTRICITY. HOLLOMAN AND KUHNS WOULD LIKE TO MEET WITH OFFICIALS IN UTILITY COMPANIES. THEY WILL CONTACT COMMERCIAL OFFICERS ON ARRIVAL.

3. KUHNS WAS ADVISED THAT RAMADAN BEGINS SEPTEMBER 6. HE SAID ONLY PLACE THIS LIKELY TO BE PROBLEM IS JIDDA, SINCE APPOINTMENTS IN DHAHRAN WILL BE PRIMARILY WITH ARAMCO AND

ARE BEING SET UP BY ARAMCO FROM U.S.

4. JIDDA REQUESTED ADVISE WHETHER MAKING APPOINTMENTS DIFFICULT ENOUGH TO WARRANT RESCHEDULING. OTHER POSTS REQUESTED EXTEND APPROPRIATE COURTESIES. CHANGES IN SCHEDULE, IF ANY, WILL BE REPORTED. ROBINSON

NOTE BY OC/T: POUCHED CAIRO.

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